BUYER'S GUIDE: Gateway To An Enterprise Future *page 120*

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DATAMATION®

FOR CORPORATE COMPUTING PROFESSIONALS WORLDWIDE

OCTOBER 15, 1992

Tom McLean, vice president, Systems Software division, Cincom Systems Inc., with Supra 3.0

Mainframe DBMS Power Unleashed!

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Apple's DAL Takes On New AS/400 Roles
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In many ways, the Department of Defense's IT organization is like yours—it's just a little bit bigger. The DoD's 1993 IT budget will be over $9 billion on the noncombat side alone.

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IT Keeps On Trucking

Information technology has joined the trucking industry for the long haul. The need to monitor packages, track vehicles and coordinate just-in-time deliveries is forcing the adoption of IT in this industry.

According to estimates of the U.S. Department of Commerce, the motor carrier industry attained revenues of $285 billion in 1991, 4.4% higher than the previous year, employing at least 1.52 million people. Revenues are projected to grow 7% more in 1992, even with intense competition squeezing trucking rates and a sluggish economic recovery.

Based on interviews with 1,800 IS executives in 23 industries, DATAMATION sister organization Business Research Group predicts that IS budgets in the transportation services sector will advance just 2% this year. However, requirements in the trucking industry may force outlays for real-time information systems for the transportation industry to balloon.

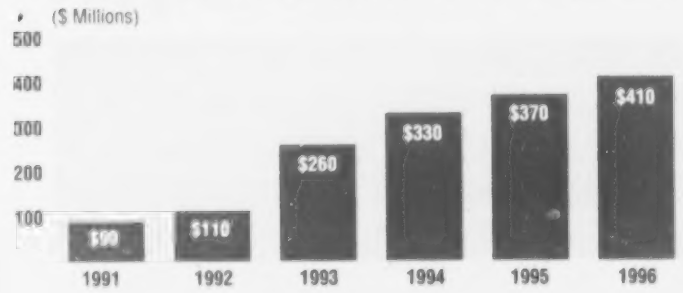
Venture Development Corp., a market research firm in Natick, Mass., projects that shipments of real-time IS gear to the trucking industry alone will more than double from $1.2 billion in 1991 to $2.8 billion in 1993, while shipments of such equipment to the transportation industry at large are projected to increase 65% to $4.8 billion.

In particular, trucking companies are improving voice and data communications with truck drivers. Today, that number has climbed to 30,000. Venture Development estimates that in 1991 trucking companies used $90 million worth of wireless network services. Usage is expected to top $400 million by 1996. In the next few years, wireless communications will combine satellite, radio frequency and digital cellular networks to provide advanced data, voice, location and vehicle status information. ■

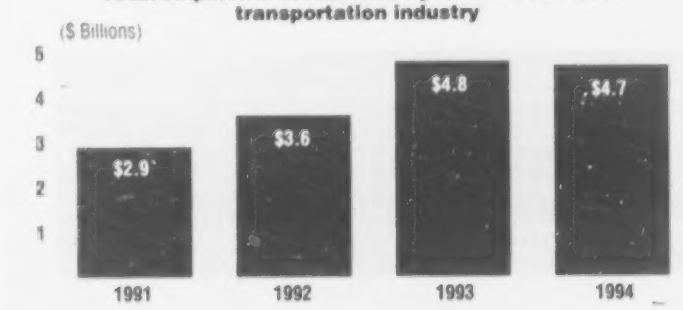
By Madeline Franchi, Cahners Economics. For more information on Cahners Economics' forecasting services, call Dan Buchan at (617)-630-2105.

Transportation Makes Waves

Purchases of wireless services by the U.S. trucking industry



Total shipments of real-time systems to the U.S. transportation industry



Source: Venture Development

The Economy At A Glance

U.S. Economy: Macroeconomic And Industrial Indicators

	Actual			Forecast	
	Q1/92	Q2/92	1992	1993	1994
Gross Domestic Product	2.9	1.4	2.0	3.2	2.3
Business Investment In Equipment	3.2	20.7	5.5	5.8	4.9
Government Spending	1.7	0.3	-0.9	-1.5	-0.9
Consumer Spending	5.1	-0.3	2.9	2.9	2.1
Exports	2.9	-3.8	5.5	7.6	6.5
Imports	3.5	6.3	5.7	3.0	2.7

All calculations are % change in 1987 dollars; quarterly figures are seasonally adjusted annual rates.

	June 1992	May 1992	% Change 6/92-5/92	June 1991	% Change 1991-1992
Manufacturing Production (1)					
Process Industries Total	110.9	110.1	0.7	105.5	5.1
Chemicals	118.0	116.9	0.9	109.6	7.7
Petroleum	109.1	108.7	-0.4	109.6	-0.5
OEM Total	110.8	111.4	-0.6	109.9	0.8
Computers & Peripherals	174.0	170.5	2.1	154.0	13.0
Communication Equipment	112.6	112.3	0.3	112.2	-0.4
Transportation Equipment	98.0	99.6	-1.6	99.7	-1.7
Services Employment (2)					
Finance, Insurance, Real Estate	6.739	6.680	0.9	6.742	0.0
Health Care	8.482	8.420	0.7	8.189	3.6
Computer & Data Processing	.817	.809	0.9	.791	3.2
Transportation/Utilities	5.769	5.741	0.5	5.795	-0.4
Retail Trade	19.323	19131	1.0	19.432	-0.6
Wholesale Trade	6.029	5.993	0.6	6.109	-1.3
Government	18.659	18.923	-1.4	18.483	1.0

(1) Index 1987 = 100, seasonally adjusted
(2) Millions of persons, not seasonally adjusted

Source: Commerce Dept., Cahners Economics

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